



COMMERCIAL DEVELOPMENT

Commercial Development is a complicated yet integral aspect of corporate strategy, which holds the potential to reap great rewards... or to sow disastrous consequences. Commercial development executives must be well-versed in all aspects of business, especially finance, mergers & acquisitions, and joint venture management, in order to ensure that the decisions they make further the company's ultimate aspirations.

Ropella understands the unique recruitment challenges faced by this diverse industry. Our understanding of your company, your customers and current industry trends means our executive search consultants can find just the right fit, quickly and efficiently. As talent acquisition experts, we excel at attracting, recruiting and building relationships with the best minds in the industry.

We have proven our ability to help companies grow and prosper by developing their most important competitive advantage — skilled people. Successful industry leaders count on Ropella to find the right talent to drive their business forward.



Look for our articles in *Chemical Week* and other industry publications.

For more information, please contact our Chairman & CEO Patrick Ropella, at 850.983.4997 or ropella@ropella.com.

We read and write for industry publications, including:

- Chemical Week
- ICIS Chemical Business
- Happi
- Selling Power

We participate in industry associations such as:

- Product Development and Management Assoc.
- Industrial Research Interchange
- Society of Chemical Manufacturers and Affiliates
- American Chemical Society

We regularly attend industry trade shows, including:

- NYSCC Suppliers Day
- IRI Annual Conference
- PDMA Annual Meeting
- BTOES World Summit

We have served and developed relationships with leading companies in the industry, including:

- DuPont
- Sony
- Pfizer
- SC Johnson
- Coca-Cola
- Procter & Gamble
- Johnson & Johnson
- BASF
- L'Oreal
- AkzoNobel

Ropella teams are built around the functions our clients are seeking. We have dedicated teams focused on C-suite, Sales, Marketing, R&D and Operations.

Roles filled include:

- Chief Commercial Officer
- Commercial Development Director
- Business Unit Director
- Strategic Planning Manager
- Vice President & General Manager
- Merger & Acquisition and Joint Venture Leader
- President



ROPELLA
GROWING GREAT COMPANIES

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